

## Message Text

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64

ACTION AF-04

INFO OCT-01 SS-14 ISO-00 NSC-05 NSCE-00 INR-05 CIAE-00

PRS-01 EB-03 COME-00 L-01 /034 W  
----- 128969

R 131453Z MAY 76

FM AMEMBASSY LAGOS  
TO SECSTATE WASHDC 4881  
INFO AMCONSUL IBADAN  
AMCONSUL KADUNA

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LIMDIS

ALSO FOR USDOC/MEPD

E.O. 11652: N/A  
TAGS: BENC, SOCI, BBAK, NI  
SUBJECT: NEW CAPITAL: INTERESTED FIRMS

REF: LAGOS 5359, 5385, 5453

1. FOLLOWING MAY CONTAIN PROPRIETARY INFO WHICH MUST BE  
SAFEGUARDED.

2. CAPITAL DEVELOPMENT AUTHORITY (DCA) EXEC. SCTY. I.J.  
EBONG HAS BEEN RECEIVING REPRESENTATIVES OF PLANNING FIRMS  
AND, DESPITE HIS RESOLVE TO AVOID COMMERCIAL INTERESTS DURING  
U.S. VISIT, APPARENTLY WILL VISIT AT LEAST ONE LOS ANGELES  
FIRM. THAT IS ARCHISYSTEMS, DIVISION OF HOWARD HUGHES'  
SUMMA CORP. (LAGOS 5385), APPARENTLY FIRST U.S. FIRM IN  
EBONG'S DOOR THANKS TO PREVIOUS ACQUAINTANCE FIRM'S FREE-  
LANCE REP, DR. RONALD PARKER WITH EBONG, WHO GREATLY IMPRESSED  
BY TWO-HOUR PRESENTATION MAY -8; BY ARCHISYSTEMS PLANNING DIRECTOR.  
ACCORDING PARKER, ARCHISYSTEMS, THROUGH COLLABORATION AGREEMENTS,  
ALREADY HAS OWN CONSORTIUM. (PENDING WASHINGTON VIEWS, EMBASSY  
FEELS THAT CONSORTIUM APPROACH IS BEST FOR THIS LARGE PROJECT  
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AND WILL REDUCE RISK THAT AMERICAN FIRMS WILL KNOCK EACH

OTHER OUT OF RUNNING.) PARKER SAYS EBONG WILL SPEND THREE HOURS AT ARCHISYSTEMS HEADQUARTERS.

3. ANOTHER LOS ANGELES FIRM WITH EARLY LEAD IS DAMES AND MOORE, WHOSE TWO LAGOS REPS (LOCAL OFFICE OPENED 1973) OBTAINED EBONG APPOINTMENT OWN INITIATIVE AND, AFTER CONSULTATION WITH EMBASSY, SAID THEY SCORED WELL WITH DESCRIPTION FIRM'S WORK ON NEW ALASKAN CAPITAL, PROJECT EMBASSY UNAWARE OF. THUS FAR DAMES AND MOORE HAS FURNISHED ONLY RESPONSE TO EBONG'S REQUEST LAGOS 3634 FOR THE NAME OF A STATE CAPITAL DESIGNED AS CAPITAL.

4. WHILE IN CDA OFFICE MAY 11, EMBOFF NOTED ON SECRETARY'S DESK BROCHURE ANOTHER LOS ANGELES FIRM, BECKET INTERNATIONAL. EMBASSY HAS HAD NO CONTACT THIS FIRM AND DOES NOT KNOW WHETHER REP ACTUALLY MET EBONG. EMBASSY DOES NOT RPT NOT KNOW OF ALL FIRMS IN CONTACT WITH CDA BUT NOTES THAT LOS ANGELES FIRMS PREVALENT, SOMETHING EMBASSY UNABLE EXPLAIN.

5. GILBERT/COMMONWEALTH INTERNATIONAL, READING, PA., WHICH IN LAGOS ON SEWER PROJECTS, GOT MAY 12 APPOINTMENT WITH EBONG AFTER EMBASSY CONSULTATIONS AND AFTER GILBERT REP ENCOUNTERED EBONG IN NIGHTCLUB (PANACHE, MAINLAND HOTEL) AND JOINED HIS TABLE FOR TWO HOURS.

6. BECHTEL, SAN FRANCISCO, WAS FIRST FIRM CONTACT EMBASSY DIRECTLY ABOUT NEW CAPITAL PROJECT, VIA FEB. 5 LTR, AND SEEKS GREATLY INTERESTED. UNKNOWN WHETHER BECHTEL HAS HAD PERSONAL CONTACT CDA BUT IT HAS TELEXED EMBASSY ABOUT EBONG'S U.S. VISIT, STATING IT HAS NEW TOWN PROJECT LOS ANGELES AREA. USG CAN VOLUNTEER NEW CAPITAL INFO TO BECHTEL WITHOUT BEING GUILTY FAVORITISM IN VIEW FIRM'S CONTINUED INQUIRIES TO EMBASSY RE PROJECT. CAUTION: BECHTEL HAS TENDENCY WITHDRAW FROM PROJECTS, LEAVING OTHERS OUT ON LIMB.

7. TAMS MAY SEEK APPOINTMENT WITH EBONG THIS MONTH DURING LAGOS VISIT PARTNER PER SORENSEN.

8. FAMED HOUSEBUILDER WILLIAM J. LEAVITT MAY SEE EBONG DURING MAY 9-13 VISIT.

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9. COMMENT: ABOVE MAY HELP IN PLANNING U.S. VISIT. LIST FAR FROM EXCLUSIVE. OTHER FIRMS (STANLEY, LOUIS BERGER) HAVE VOICED INTEREST NEW CAPITAL BUT ANY FOLLOW-UP KNOWN TO EMBASSY. PRESUMABLY ENTIRE INDUSTRY INTERESTED NEW CAPITAL PROJECT. EBONG NO DOUBT SEEING FOREIGN FIRMS AS WELL. WE DOUBT FIRST FIRMS TO CALL ON EBONG WILL WIN DECISIVE LONG-RUN ADVANTAGE BUT EBONG FINDING THEM OF EDUCATIONAL VALUE. WE ADVISING INTERESTED FIRMS TO INTRODUCE SELVES AND LEAVE

RELEVANT BROCHURES.

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## Message Attributes

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